

Message Text

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ORIGIN COME-00

INFO OCT-01 EA-11 ISO-00 EB-11 RSC-01 /024 R

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DRAFTED BY: COM/OED/OBOD/OPS/JTHARDISTY

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COM/OED/OBOD/OPS/SSLEON

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COMM/BIC/OIM/LSILLOWAY

STATE/EA/IMS/PGILL

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R 202118Z AUG 74

FM SECSTATE WASHDC

TO AMEMBASSY KUALA LUMPUR

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E.O. 11652: N/A

TAGS: BEXP, MY

SUBJECT: PRODUCT OPPORTUNITY: RAILWAY COACHES

REF: A) KUALA LUMPUR 3324, B) KUALA LUMPUR 3883

1. COMMERCE ORIGINALLY DISSEMINATED RELEVANT CONTENTS OF REFTEL A TO U.S. FIRMS ON JULY 19 WITH SUGGESTION THEY CONTACT CROWN AGENTS IF INTERESTED. SUBSEQUENT CONVERSATIONS WITH THESE COMPANIES SUGGESTED THAT INTEREST IS LIMITED BECAUSE (A) OF RELATIVELY SMALL SIZE OF ORDER; (B) SPECIFICATIONS ARE DRAWN TO BRITISH STANDARDS MAKING COMPLIANCE DIFFICULT FOR JUST THIRTY FIVE UNITS; (C) EVEN THE THIRTY FIVE UNITS REPRESENTS TWO DIFFERENT TYPES OF COACHES; (D) THE ESTIMATED \$2 MILLION VALUE OF ORDER IS CONSIDERABLY BELOW WHAT U.S. SUPPLIERS COULD OFFER AND; (E) THE KOREANS HAVE DEMONSTRATED AN ABILITY TO FURNISH THESE COACHES AT PRICES COMPARABLE TO THAT SUGGESTED IN REFTEL A.

2. DESPITE ABOVE RESERVATIONS, SEVERAL FIRMS INDICATED INTEREST IN MEETING WITH REPRESENTATIVE OF MALAYSIAN STATE TRADING AGENCY AS LONG AS HE IS COMING TO THE U.S. REQUEST ITINERARY OF OFFICIAL
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SINCE COMPANIES ARE SCATTERED AROUND COUNTRY AND CONTACT WITH

EACH COMPANY MAY NOT BE POSSIBLE IF TIME IN U.S. IS LIMITED.
INGERSOLL

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: boyleja
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